

# **2005 Reinvestment Volume in San Diego County: A Summary**

*San Diego Reinvestment Task Force*

*3989 Ruffin Rd.*

*San Diego, CA 92123*

## ***Background on the Reinvestment Task Force***

- San Diego City-County Reinvestment Task Force (**RTF**) was established in 1977 as a joint City and County quasi-public entity
- Monitor banking practices in the region
- Develop strategies for reinvestment in partnership with public, community and private lending institutions
- Add community development equity investment
- Broaden investor base beyond banks

# *Monitor Lending Practices*

Develop specific agreements with major lenders in the County of San Diego

- Home mortgages in low-mod census tracts
- Affordable housing development
- Small business lending
- Community development lending
- Consumer loans for low-income borrowers
- Corporate giving for housing and economic development
- Investments

# *Agreements with Banks*

As of 2005 specific agreements with 10 institutions:

- Bank of America
- Washington Mutual
- Wells Fargo
- Union Bank
- CA Bank & Trust
- US Bank
- San Diego National
- Citibank
- Comerica
- Borrego Springs

Note: Borrego Springs' data is not included due to small size relative to the other 9 banks.

# Market Share

Institution	No. of Office 2005	No. of Offices 2006	%Market Share 2005	%Market Share 2006	Deposits 2006 (\$000)
<b>Bank of America</b>	<b>75</b>	<b>71</b>	<b>18.19%</b>	<b>17.02%</b>	<b>8,043,653</b>
<b>Wells Fargo Bank</b>	<b>92</b>	<b>91</b>	<b>15.46%</b>	<b>16.06 %</b>	<b>7,588,133</b>
<b>Washington Mutual Bank</b>	<b>68</b>	<b>70</b>	<b>15.41 %</b>	<b>15.33 %</b>	<b>7,246,059</b>
<b>Union Bank of California</b>	<b>60</b>	<b>61</b>	<b>10.63 %</b>	<b>9.80 %</b>	<b>4,631,254</b>
<b>California Bank &amp; Trust</b>	<b>27</b>	<b>27</b>	<b>5.51 %</b>	<b>5.45 %</b>	<b>2,573,368</b>
<b>San Diego National Bank</b>	<b>19</b>	<b>21</b>	<b>4.30 %</b>	<b>4.35 %</b>	<b>2,055,567</b>
<b>Citibank West</b>	<b>24</b>	<b>25</b>	<b>1.87 %</b>	<b>2.08 %</b>	<b>985,199</b>
<b>US Bank</b>	<b>39</b>	<b>42</b>	<b>4.08 %</b>	<b>3.59 %</b>	<b>1,697,909</b>
<b>Comerica Bank</b>	<b>2</b>	<b>3</b>	<b>1.40 %</b>	<b>1.28 %</b>	<b>604,549</b>

source: FDIC Market Share Report for San Diego County: June 30, 2006

# CRA Activity Data Categories

- Home Purchase Loans in Low and Moderate-Income Census Tracts (new home purchase loans)
- Affordable Housing Development
- Small Business Loans (businesses with annual revenue of \$1 million or less.)
  - Government Guaranteed
  - Conventional
- Community Development Loans (if not reported in another category)
- Community Consumer Loans (specialized low-income programs)
- Corporate Giving (for housing and community development)

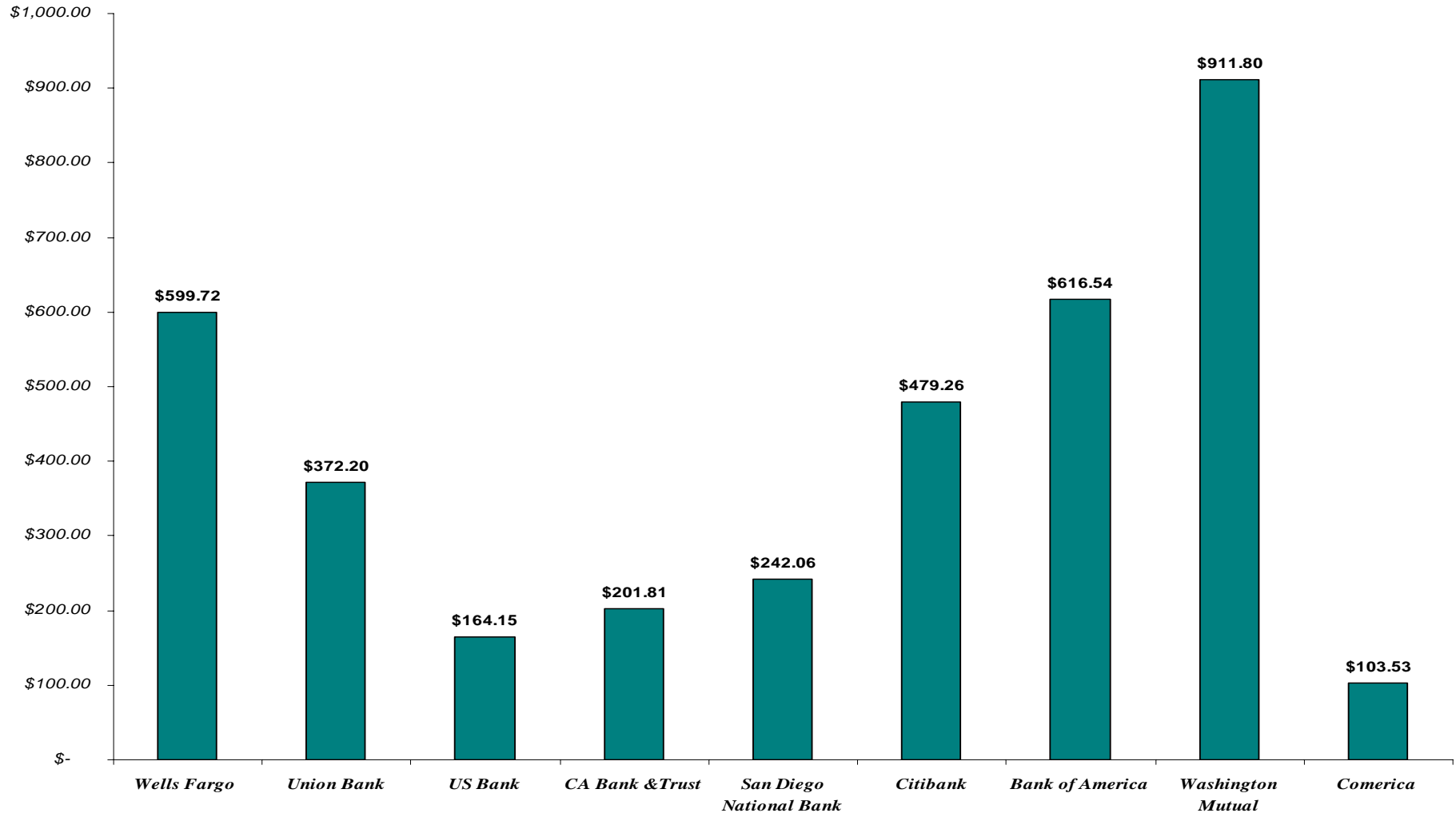
# 2005 CRA Activity in San Diego

Lending Institution	CRA Amount (millions)	2005 Percent of Deposits	Percent of Deposits Difference 2004-2005
<b>Citibank West</b>	\$479.26	48.65%	-13.75%
<b>Comerica</b>	\$103.85	17.18%	-.14%
<b>Washington Mutual</b>	\$911.80	12.58%	1.08%
<b>San Diego National</b>	\$242.06	11.78%	.33%
<b>US Bank</b>	\$164.15	9.68%	1.10%
<b>Wells Fargo Bank</b>	\$599.72	9.46%	3.02%
<b>Union Bank of California</b>	\$372.20	8.04%	3.52%
<b>Bank of America</b>	\$201.81	7.81%	-2.79%
<b>CA Bank and Trust</b>	\$616.54	7.67%	2.32%
<b>Total/ Average:</b>	<b>\$3,804.56</b>	<b>10.74%</b>	<b>1.21%</b>

➤ *The CRA Amount Increased by \$675 million (20%) over 2004. The Percent of Deposits increased by 1.21% over 2003.*

# 2005 CRA Volume By Individual Banks

Reinvestment Volume: By Agreement Banks San Diego County 2005 (in millions)



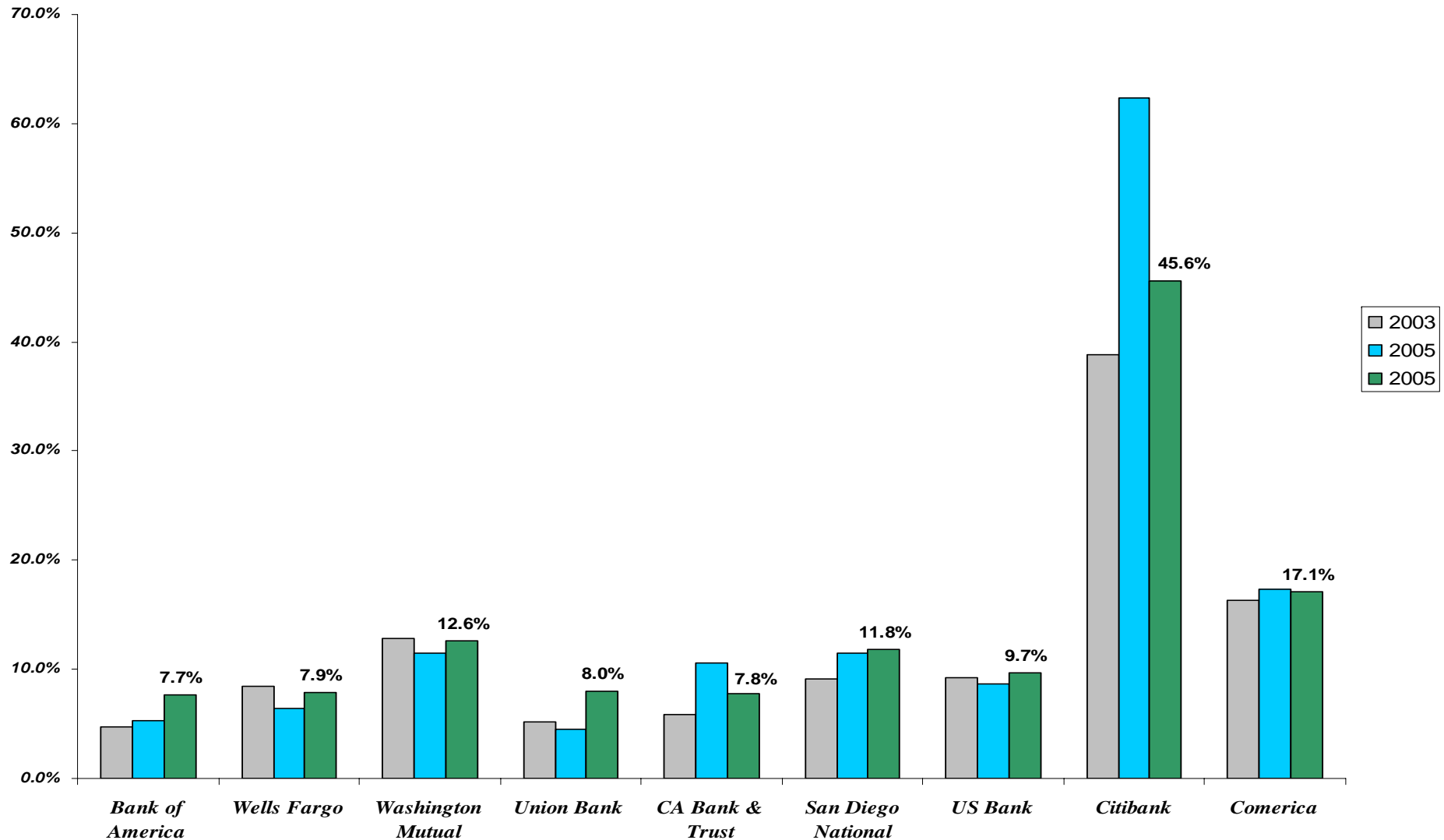


## *Difference in CRA Volume 2004-2005*

<b>Lending Institution</b>	<b>\$ CRA Volume Difference 2004-2005 (millions)</b>	<b>\$CRA Volume Percent Difference 2004-2005</b>
<i>Bank of America</i>	\$162.96	35.9%
<i>Wells Fargo Bank</i>	\$136.27	33%
<i>Washington Mutual</i>	\$85.46	10.3%
<i>Union Bank of California</i>	\$148.48	66.4%
<i>CA Bank &amp; Trust</i>	-\$69.93	-25.7%
<i>San Diego National</i>	\$13.10	5.7%
<i>US Bank</i>	-\$0.81	-0.5%
<i>Citibank West</i>	-\$64.77	-11.9%
<i>Comerica</i>	-\$8.90	-7.9%

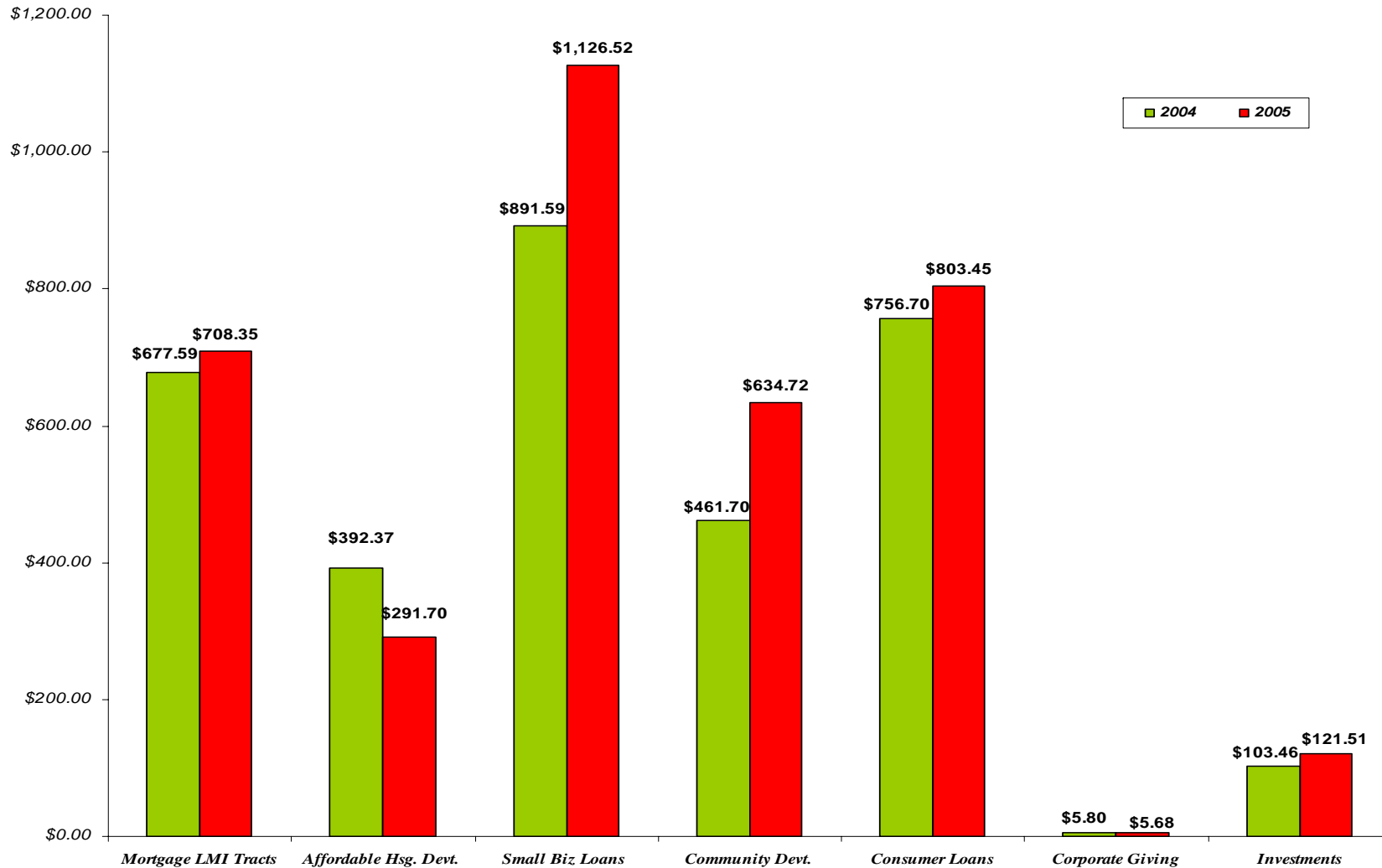
# Agreement Banks' CRA Volume in San Diego as % of Deposit (2003-2005)

Agreement Banks' CRA Volume in San Diego as % of Deposit (2003-2005)



# Reinvestment By Category: 2004-2005

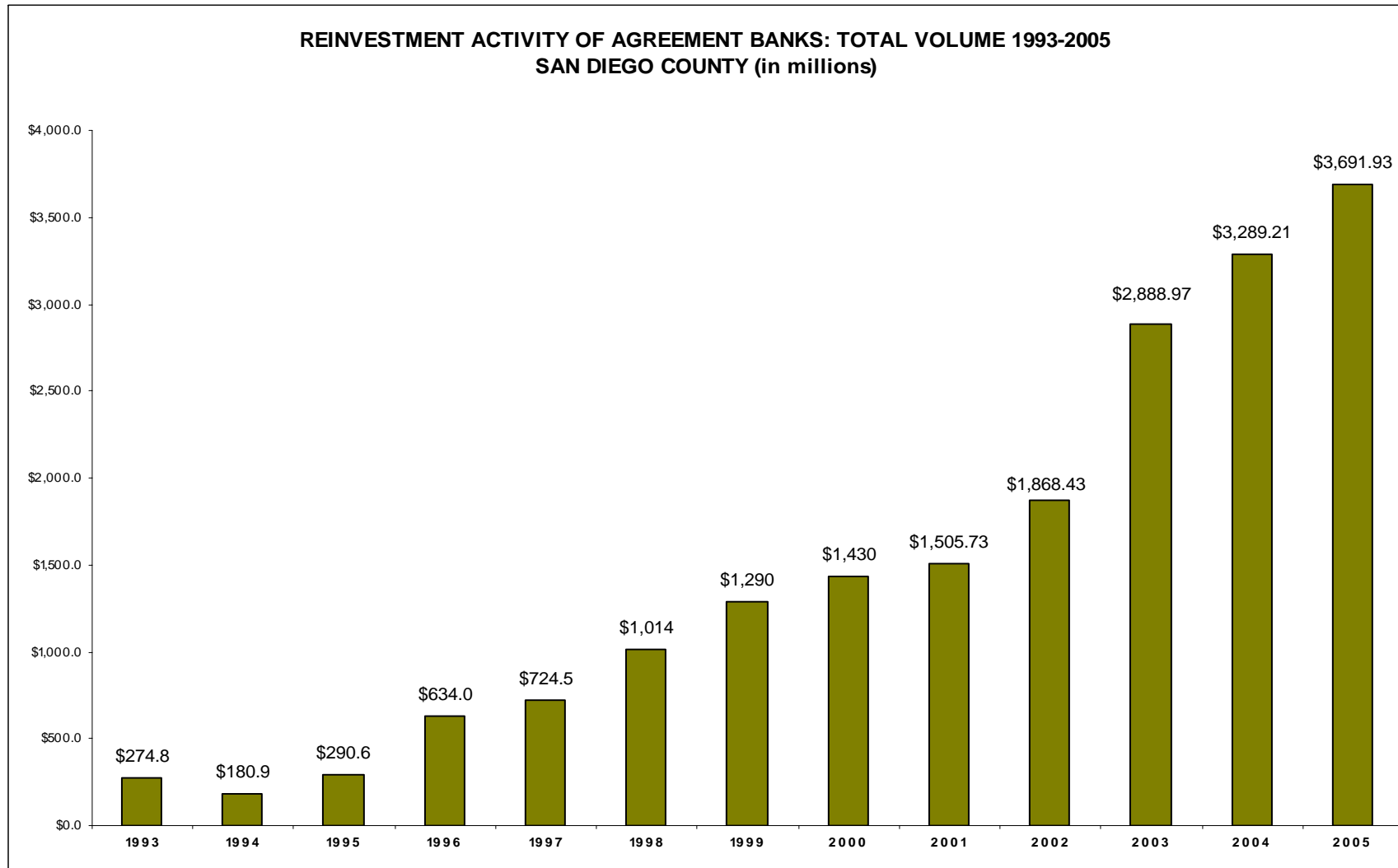
REINVESTMENT ACTIVITY: VOLUME BY CATEGORY 2004-2005 SAN DIEGO COUNTY (in millions)



# *Reinvestment Difference By Category: 2004-2005*

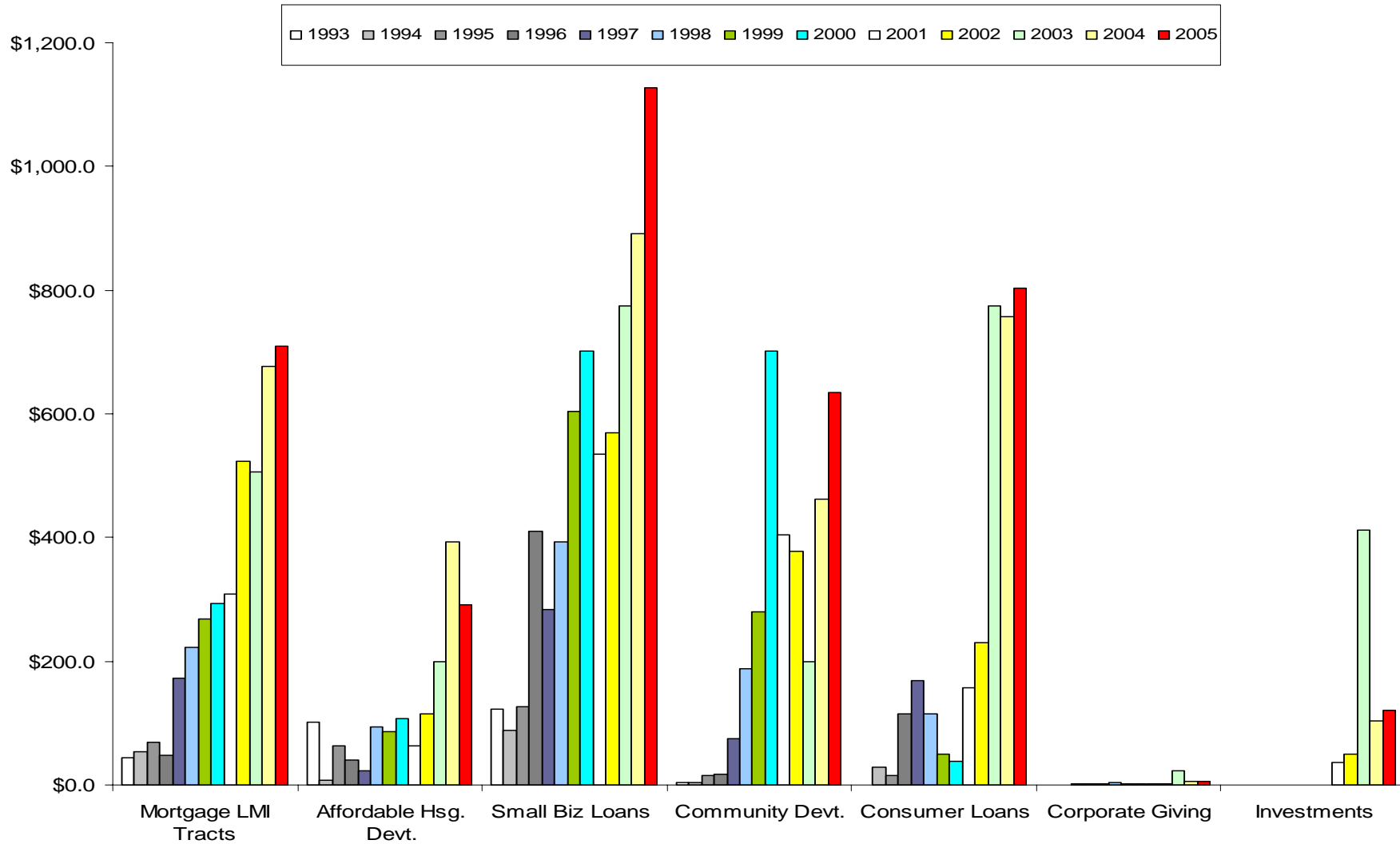
Category	\$ Difference (millions) 2004-2005	% Difference 2004-2005
Mortgage LMI Tracts	\$30.76	4.5%
Affordable Housing	<i>\$(-100.67)</i>	-25.7%
Small Biz Loans	\$234.93	26.3%
Community Development	\$173.02	37.5%
Consumer Loans	\$46.75	6.2%
Corporate Giving	<i>\$(-0.12)</i>	-2.1%
Investments	\$18.05	17.4%

# *Total Reinvestment Volume 1993-2005*



# Reinvestment History By Category

Reinvestment History: Agreement Banks 1993-2005 San Diego County (millions)

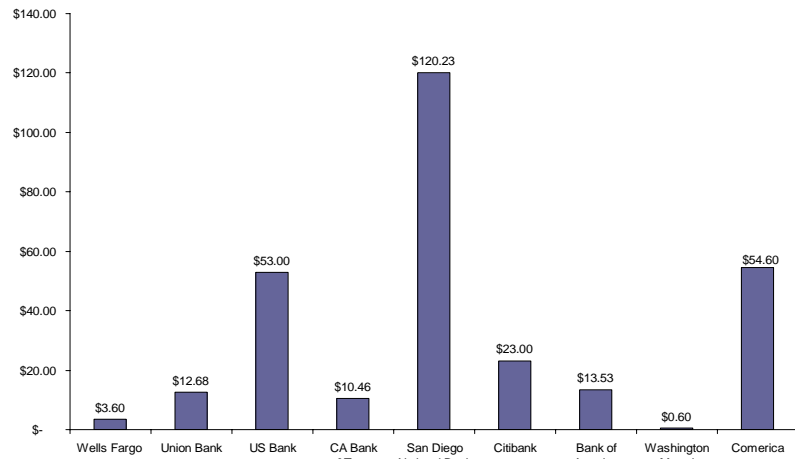


# 1993-2005 Category Totals

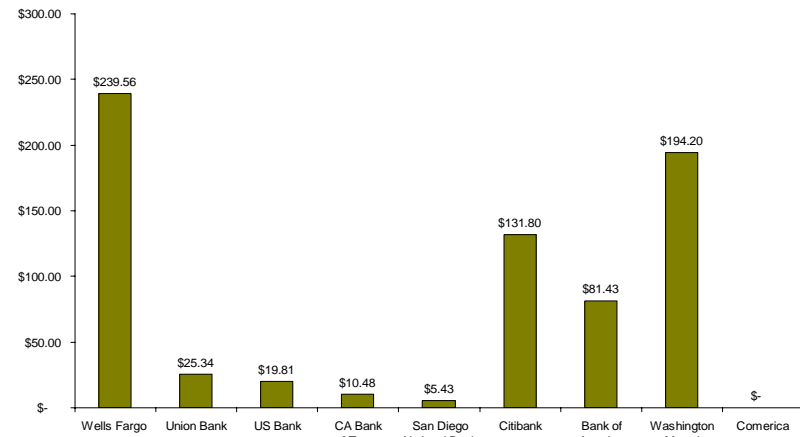
Category	1993-2005 (millions)
Mortgage LMI Tracts	\$3,893.52
Affordable Hsg. Devt.	\$1,586.11
Small Biz Loans	\$6,592.27
Community Development	\$2,979.71
Consumer Loans	\$3,254.45
Corporate Giving	\$53.21
Investments	\$723.23
Totals	\$19,082.50

# Agreement Banks' 2005 Volume by Category

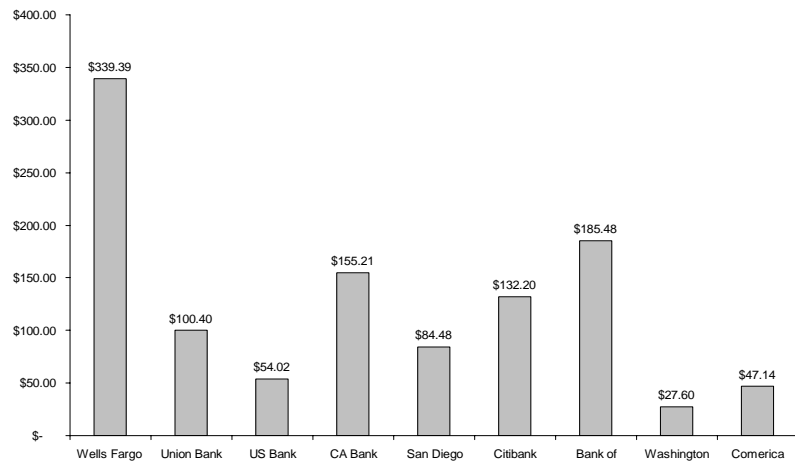
**2005 Affordable Housing Volume by Agreement Bank**



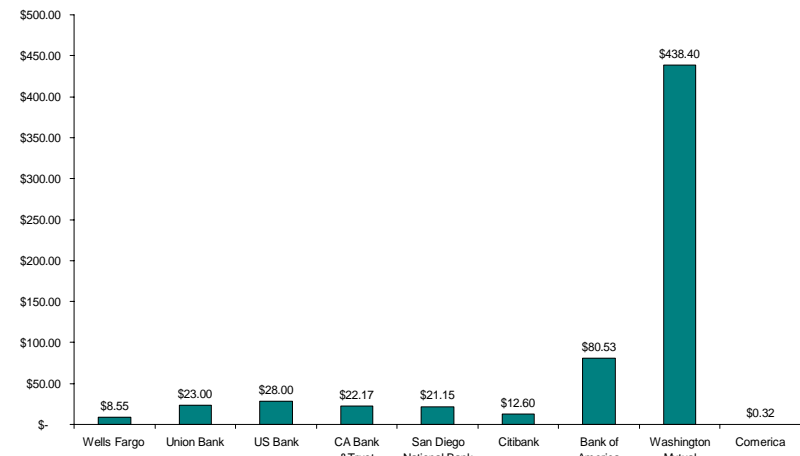
**2005 Mortgage LMI Tracts Volume by Agreement Bank**



**2005 Small Business Loans Volume by Agreement Bank**



**2005 Community Development Volume by Agreement Bank**





# Agreement Banks' 2005 Volume by Category Contd..

